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THE TEAM OWNERS REVIEW

Official Organ: The National Team Owners' Association.
American Association of Transfer Companies.



Results are Wanted.

EVERY manufacturer who has hauling to do should be interested in Motor Trucks—either as a factor in reducing the cost, or increasing the efficiency of the service in his shipping department. To show results, a motor truck must either replace three or four teams, carry heavier loads, or improve the service.

White motor trucks usually secure at least two or more of these benefits, because they have ample capacity—because they have simple powerful engines, well built of materials to endure. Having simple engines White trucks require a minimum of attention, and are seldom idle for repairs. Further, every part is accessible—any minor adjustment can be promptly made, and any team-driver can operate them.

White Trucks Bring Results.

White trucks are economical because the engine being of moderate size is economical. White engines are powerful because their long-stroke cylinders secure from the fuel every atom of power. White trucks are untiring—their capacity limited only by the capacity of the driver.

Let us send you to-day testimonials,
catalogues and other literature.

The White  Company

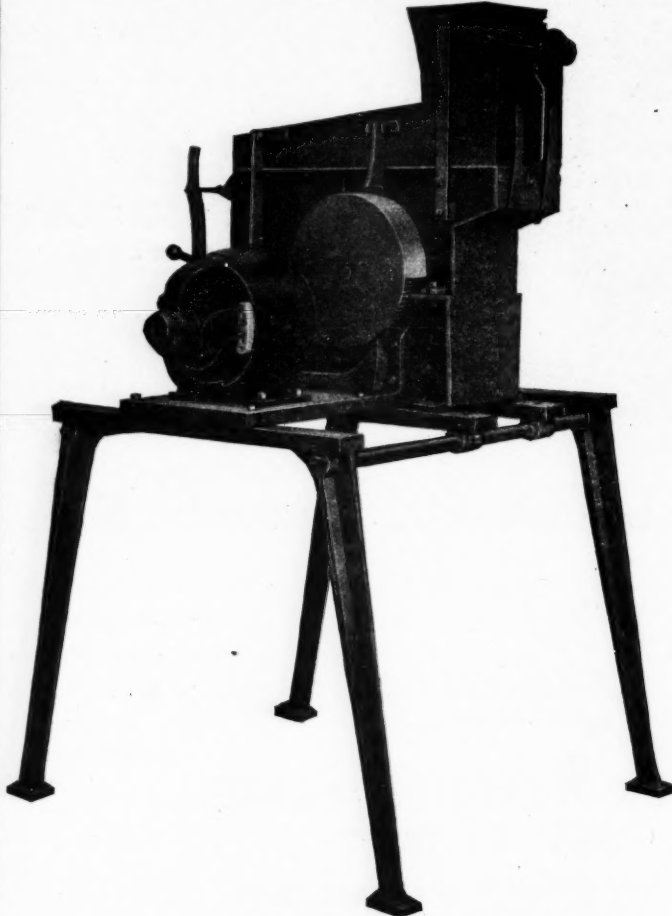
858 EAST SEVENTY-NINTH STREET, CLEVELAND, OHIO.

APRIL, 1911

THE TEAM OWNERS REVIEW.

ALWAYS IN THE LEAD

Gibson Direct Connected Oat Crushers and Corn Crackers



NO BELTS

A SELF CONTAINED
UNIT

Furnished complete
with or without
Steel Platform

READY TO RUN

No expert mechanics
required to install
them

Just set them on the
floor or platform, wire
up motor and go ahead



Patented June 8, 1909

WE GUARANTEE our Oat Crusher to save 15 per cent. in your feed bill and keep your horses in better condition in every way.

We don't ask you to buy, just try one. It will sell itself to you. We send them on trial. If they don't satisfy you are under no obligation to buy.

Send for Catalog and ask the man who owns one.

AGENTS WANTED

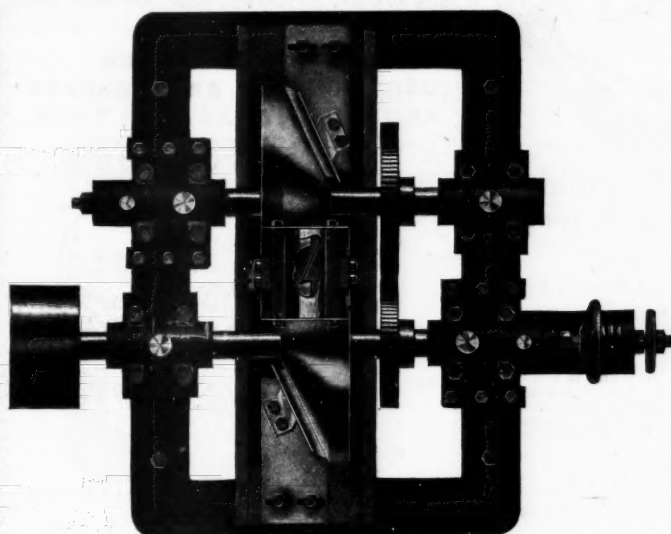
GIBSON OAT CRUSHER CO.

Patentees and Sole Manufacturers,

1532 McCORMICK BUILDING, CHICAGO.

GEO. DRAKE SMITH CO., Eastern Sales Agents, 1161 Broadway New York.

When answering advertisements please mention THE TEAM OWNERS REVIEW.



Notice
The
Construction
of the crushing parts
of the
BELL
OAT AND CORN
CRUSHER

are different than
any other make.
That is why it takes
so little power.

MADE BY
W. L. McCULLOUGH CO., Ypsilanti, Mich.

Shuredry
FAMOUS WATERPROOF COVERS

Famous Waterproof Covers
"BEST BY TEST"

Even the SEAMS are Waterproof.

The Thread in the Seams is Protected from Rotting.

Rotting of the Thread has been a Serious Complaint with
Tarpaulins Imitating "SHUREDRY."

WE SELL TO THE TEAM OWNER DIRECT.

Fulton Bag & Cotton Mills,

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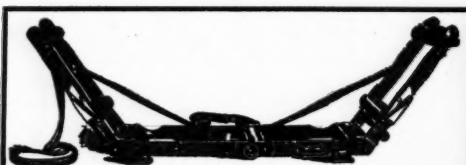
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The Genuine Reynolds Combination Piano Mover

Do not be Deceived into buying an Inferior Mover. The Best is what you want.

We make them with all latest improvements and can quote you interesting prices on a piano mover or cover.

Mover is made of selected hickory and is thoroughly ironed, bolted and padded. Provided with ratchets so that it can stop with safety at any point. Adjustable to all kinds and sizes. Our mover avoids all danger of injury to the piano and saves two-thirds of the labor.



PIANO COVER

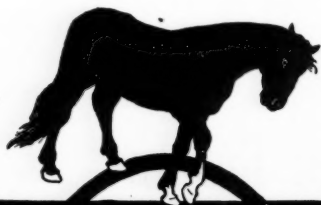
Made of waterproof canvas and lined with canton flannel. Write to-day for free catalog.

We also manufacture Piano Hoists.

SYCAMORE WAGON WORKS,

112 Edwards St.,

Sycamore, Ill.



WHEN YOUR HORSE GOES LAME

—When he develops a Spavin, Curb, Splint, Ringbone or any other lameness—don't risk losing him through neglect—don't run just as great a risk by experimenting with unknown remedies—don't pay a big veterinary bill. Use

Kendall's Spavin Cure

and cure it quickly and safely without a scar or mark. Read what W. W. Brown of Content, Ala. writes— "I have used your Spavin Cure for years and have completely cured Foot Rot in my herd of cattle and Splints and Spavins on horses. I find that it cures wherever it is faithfully applied.

Thousands of other horse owners have had the same experience. For over 40 years Kendall's Spavin Cure has been the old reliable remedy. It has saved millions of dollars for horse owners. Go to your druggist—get a couple of bottles to keep on hand. Price \$1 per bottle—6 bottles for \$5. Ask him also for free book "Treatise on the Horse"—or write direct to us.

Dr. B. J. Kendall Co.,
Enosburg Falls,
Vermont,
U.S.A.

"BE GOOD"
TO YOUR HORSES
USE FRAZER'S AXLE GREASE
AND MAKE IT EASY FOR THEM.



Recognized as the STANDARD Axle Grease of the United States.

Many Thousand Tubs of this Grease are sold weekly to the Truckmen of New York City, their Trucks are loaded heavy and a saving of both time and money is made, one greasing lasting two weeks or longer. Ask your dealer for FRAZER'S with label on. It saves your horse labor and you too.

FRAZER LUBRICATOR CO., 83 Murray St., New York.
142 MICHIGAN STREET, CHICAGO.



HIGHEST AWARD

World's Fair, Chicago, Ills., 1893.

World's Fair, St. Louis, Mo., 1904.

EVERY TEAMSTER Should try this Polish. You will be surprised how quick it works. Once used always used. Sold by the leading harness houses the world over.

3 OZ. BOX, 10 CENTS. 5 LB. PAIL, \$1.00

The TIMKEN ROLLER BEARING CO.

MAKERS OF TIMKEN ROLLER BEARING AXLES
for **WAGONS and CARRIAGES**



Canton, Ohio

A Set of
TIMKEN AXLES
will save you
these two
Horses.

This statement is based on the experience of
thousands of users.

New Catalog and Price List upon application.

Are your Wagons equipped with **TIMKEN
ROLLER BEARING AXLES?**

The
Timken Roller Bearing Axle Co.,
Canton, Ohio.

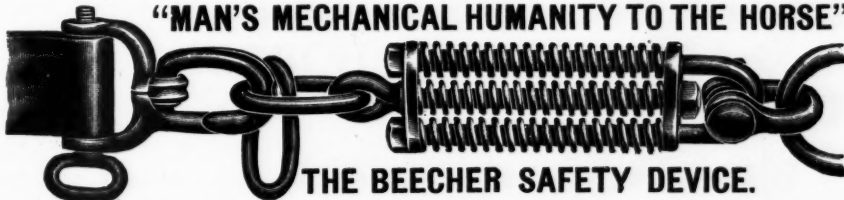
Branches { 10 E. 31st St. New York.
429 Wabash Ave. Chicago.

Beecher Draft Spring Co.,

New Haven, Conn.

Write for Catalogue.

"MAN'S MECHANICAL HUMANITY TO THE HORSE"



THE BEECHER SAFETY DEVICE.

CONVENIENT, DURABLE,
PRACTICAL.

Manufacturers of Open Link, Rope Traces, and Lap Loop.

The
COMMERCIAL VEHICLE

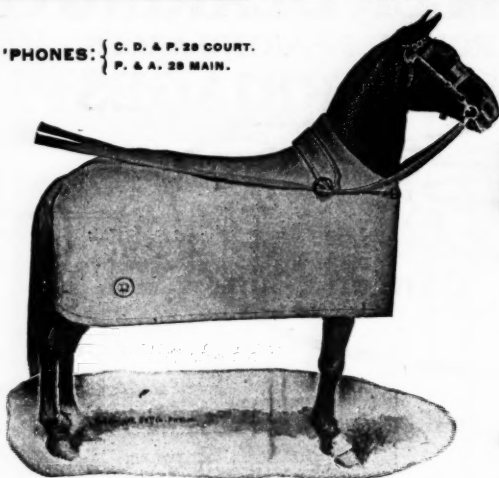
Published Monthly.

231-241 West 39th St. New York.

Team owners and livery men throughout the country are seeking exact information about motor driven vehicles. This can be found in the pages of "The Commercial Vehicle" which are devoted exclusively to commercial motor vehicles. The subscription price is Two Dollars a year. A sample copy will be mailed to any address on receipt of request.

When answering advertisements please mention **THE TEAM OWNERS REVIEW.**

'PHONES: { C. D. & P. 28 COURT.
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We are
The Original and Only
Manufacturers of the
Famous

STAG BRAND WATERPROOF

**HORSE
.. AND ..
WAGON
COVERS.**

FOR SALE BY ALL LEADING SADDLERS
THROUGHOUT THE UNITED STATES.

Pittsburg Waterproof Co.

435 Liberty Street, PITTSBURG, PA.



Walpole

**RUBBER
HEELS FOR
HORSES**

See the Spring steel plate across the hoof side of the heel?

It fits the frog just right—so as to relieve all unnecessary pressure.

Always a firm, unchanging surface. Unlike all other rubber "pads," there is nothing to work up against tender spots, bruises or corns, and causing lameness. The Spring steel plate

Supports the Foot as Nature Intended

Nothing will so quickly cause inflammation as driving your horses over hard roads—macadam or paving—without proper foot protection.

After inflammation comes contraction.

Walpole Rubber Heels prevent both inflammation and contraction by giving the frog a natural support. The heel of the foot can expand with every step because it has a smooth surface to rest upon.

Nothing to cause a pressure inward—no groove for the heel and wall to catch in and prevent spreading. In fact, it can be so regulated as to positively relieve soreness and tenderness.

If your horses are not already wearing Walpole Heels, see that your horse shoer puts them on next time. If your horse is lame, sore, tender, or has any foot trouble simply write us the facts and you will receive advice and personal information from high authority without any cost whatever.

Simply address Veterinary Department.

WALPOLE RUBBER CO., 185 Summer St., Boston

THE TEAM OWNERS REVIEW.

A Monthly Journal published in the interest of The Team Owners of the United States and Canada.

ENTERED AS SECOND CLASS MATTER IN THE PITTSBURG POST OFFICE.

Vol. X.

PITTSBURG, PA., APRIL 1911.

No. 4.

OFFICIAL NEWS

THE OFFICIAL CONVENTION CALL.

The National Team Owners Association is hereby called to assemble in convention in accordance with Section 1, Article 4, page 8 of the By-Laws, and in compliance with the action of our last previous convention.

The convention will be held this year in Kansas City, Missouri, the third (3rd) Monday of June, the same being the 19th day thereof, at ten o'clock A. M. of said day, at the Coates House, for the purpose of the consideration and transaction of such business as may be presented to the meeting.

Each Local Association will, therefore, be governed by Section 3, of Article 4, which specifies that they shall elect in the month of April a delegate for each twenty-five members or fraction thereof. At the same time in accordance with Section 4 of Article 4, an alternate shall be elected corresponding to each delegate to act in the place of the regular delegate in case of failure on part of said regular delegate to attend.

The name of such delegate and alternate elected shall be sent to the National Secretary within five days after their election.

Section 9, Article 4, provides how vacancies shall be filled.

In accordance with Section 11 of Article 3, the Board of Directors is hereby called to meet in the Coates House in Kansas City, Missouri, Saturday, June 17th, at 8:00 P. M. for the transaction of such business as may properly be brought before them for their deliberation and action.

W. T. BANCROFT,
Secretary.

HUPP TEVIS,
President.

To the Officers and Members:

Gentlemen:—The past month has seen considerable activity among the membership. Banquets and social functions have been the order of the day, and from all reports they have been successfully carried out. Each association in reporting its entertainments has pointed with pride to the fact that they expect to increase their membership in the near future.

There have been several inquiries in reference to the National Association by those who are contemplating organizing in the near future. President Tevis and Vice Presidents Goldberg and Fay have been doing some missionary work that we believe will result in great good to the association.

This office has been notified that the brethren in Kansas City, Mo., have their prepara-

tions for entertaining the next convention well under way. The call for the convention will appear in this issue. It will be well for the associations to remember that the election of delegates takes place at the regular meeting in April.

From various cities comes the complaint of the 6,000-pound switching proposition. I hope the various cities that have cause for complaint will attend the convention and bring or send the data they have on this question so that it can be presented and discussed at the convention, and a way found to provide relief.

Please do not overlook the Reciprocity proposition. Now is the time to act on this.

This office will appreciate it very much if your secretary will furnish us with a complete list of your members and their addresses at once. In comparing this list with the one you sent last year is the only way we have of telling whether we have grown or not.

If any association or member desires a few copies of Vice President Goldberg's paper on organization they can have the same free of charge upon application to this office.

Trusting this may be a banner month for new members, I am,

Yours truly,

W. T. BANCROFT,

Secretary N. T. O. A.

CHICAGO TRAFFIC REGULATIONS.

Chicago's street traffic congestion is about to be transformed into an ideal condition, in which polite teamsters and orderly crowds will vie with one another to prevent disorder.

The crossing policeman will raise his hand and the teamster will pause instantly. Pedestrians, regarding the bluecoat as their servant or "traffic counselor," will obey his signs with equal alacrity.

This condition was described by Captain Stephen K. Healey, head of the city's mounted police, in an address at the weekly luncheon of the Chicago real estate board.

"We are going to route the alleys of the city," Captain Healey said, "and that in itself is going to relieve congestion greatly. In the last four years the administration has been trying to bring about better conditions in the loop district. A condition exists here that cannot be found anywhere else in the world. The loop district is less than a mile square, but we have such a network of surface lines that the only solution is a subway system. We have one line entering this district that in the last year carried 60,000,000 persons on one street alone and two lines carried 279,612,818 persons from January 1, 1910, to November 30 into the loop district. Of the 527,386,241 persons carried in Chicago, 37½ per cent. were carried in and out of the loop district. The surface and elevated lines carry an average of 350,000 persons a day, and of this number 27½ per cent. are dumped into the loop district."

Of his recent trip abroad Captain Healey said:

"We have been trying to bring about better conditions in Chicago, and we have succeeded in getting better trained policemen and better obedience from teamsters and others. I spoke recently at a meeting of 400 members of the teamsters' union and they agreed to follow our suggestions. In London the raising of the hand of a policeman is sufficient to stop traffic. They recognize there that a policeman is the servant and not the master of the people, and this is the idea we wish to convey here."

NOT A LARGER—BUT A BETTER AGENCY.

H. Prescott Simpson of the advertising agency The Fowler-Simpson Co. of Cleveland, has acquired the interests of Messrs. A. E. Fowler, W. G. Fowler and H. W. Averitt. Mr. Simpson has been for years connected with the firm and his efforts have greatly contributed to its success. Mr. Simpson says that he will endeavor not to build up a larger, but a better advertising agency than the firm has ever been.

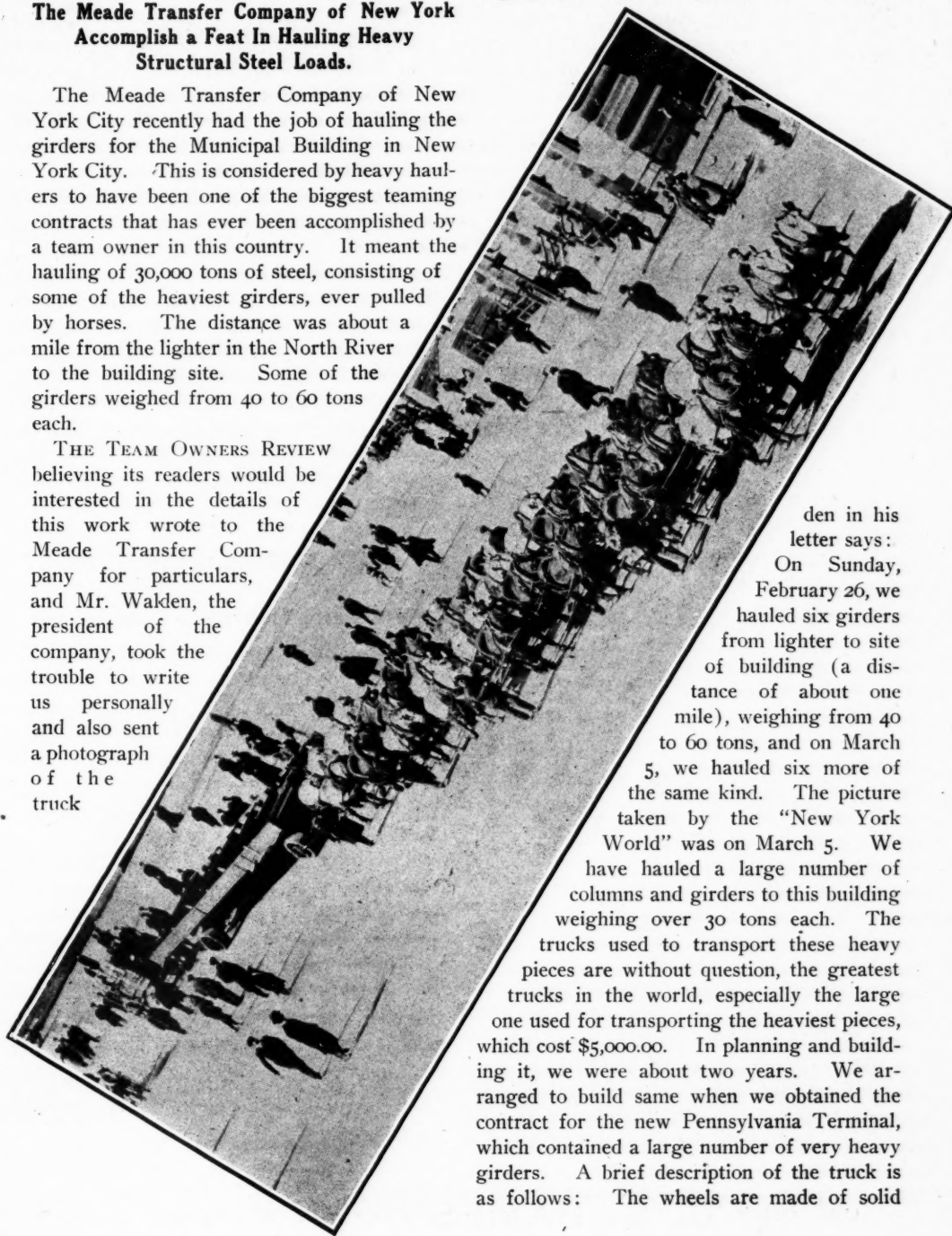
USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

TREMENDOUS HAULING.**The Meade Transfer Company of New York
Accomplish a Feat In Hauling Heavy
Structural Steel Loads.**

The Meade Transfer Company of New York City recently had the job of hauling the girders for the Municipal Building in New York City. This is considered by heavy haulers to have been one of the biggest teaming contracts that has ever been accomplished by a team owner in this country. It meant the hauling of 30,000 tons of steel, consisting of some of the heaviest girders, ever pulled by horses. The distance was about a mile from the lighter in the North River to the building site. Some of the girders weighed from 40 to 60 tons each.

THE TEAM OWNERS REVIEW believing its readers would be interested in the details of this work wrote to the Meade Transfer Company for particulars, and Mr. Wakden, the president of the company, took the trouble to write us personally and also sent a photograph of the truck

with the horses doing the work. This photograph is herewith reproduced. Mr. Wal-



den in his letter says:

On Sunday, February 26, we hauled six girders from lighter to site of building (a distance of about one mile), weighing from 40 to 60 tons, and on March 5, we hauled six more of the same kind. The picture taken by the "New York World" was on March 5. We have hauled a large number of columns and girders to this building weighing over 30 tons each. The trucks used to transport these heavy pieces are without question, the greatest trucks in the world, especially the large one used for transporting the heaviest pieces, which cost \$5,000.00. In planning and building it, we were about two years. We arranged to build same when we obtained the contract for the new Pennsylvania Terminal, which contained a large number of very heavy girders. A brief description of the truck is as follows: The wheels are made of solid

cast steel, 14 inches wide and a little over 3 feet in diameter. The front axle is 14½ inches thick in the centre and 7 inches at the ends; it weighs 2,200 pounds. The rear axle is of the same diameter and weighs 2,000 pounds. The king bolt is 4 feet long. There are four tons of bolts and rings. Some of the steel braces are 4½ feet long and so heavy that it requires three or four men to lift them. It is what we term a reach truck and is 75 feet long, weighing without anything on it, 18 tons. The guaranteed capacity of this truck is 100 tons, but we are positive that it would carry anything the pavements of New York would hold; we would not hesitate to place 150 tons upon it. The builders of the truck were Messrs. J. A. Shepard & Son of Brooklyn. The heaviest piece we have yet been required to transport on same weighed between 70 and 75 tons.

For your information, however, I would state that the greatest feat in transporting these 60-ton girders was the plan of our superintendent, Mr. F. D. Hall, in arranging to draw same with four horses abreast. This plan has been tried before but never successfully, and experienced men in our line of business stated positively that it could not be done, but our superintendent demonstrated to the contrary, and every one of these pieces was hauled with two horses in the pole to guide same, and 32 horses in front, hitched four abreast. The entire load was pulled by steel wire cables fastened to rings on the axle which were placed there for that purpose, and also served as washers. This method of four abreast enabled us to haul these girders with at least from twelve to fourteen horses less than would have been required if a string of single teams was used.

While not desiring to be egotistical, I am of the opinion that we have one of the largest and finest equipped plants there is in the country for this kind of work, as well as for handling ordinary merchandise. We are the transfer agents of the Pennsylvania Railroad, Lehigh Valley Railroad and Long Island Rail-

road. We have over 160 horses and over 100 trucks of various kinds, being able to handle anything and everything from the smallest package to the largest piece ever constructed. Our stable was built about five years ago and covers a large plot of ground. It is a complete fireproof building with all modern appliances—a ten-ton elevator, oat crusher and electric clipping and grooming machine. The land on which the building is erected cost about \$50,000.00 and the stable itself over \$90,000.00; it accommodates 250 horses.

The average weight of our horses is about 1,800 pounds and we buy the finest that we are able to procure. They are thoroughly trained for this work and pull together as one horse. The average time taken for the haul of each girder, from the lighter to the building (as stated above, a distance of over one mile), was 20 minutes, and never before have so many heavy girders been delivered in so short a time.

NEW STORAGE HOUSE PLANS.

Will Erect a Modern Fire Proof Building.

William E. Headley, the well known expressman of Chester, Pa., has closed negotiations for the purchase of a tract of land, 150 by 120 feet, on Crosby street, south of Third, for the purpose of erecting thereon a new storage house. Mr. Headley purchased the lot from Crosby M. Black, the real estate operator, of Sixth and New Market streets.

During the past year Mr. Headley's business has grown to such an extent that he has found his present warehouses on Third street, below Market street, inadequate. Realizing that more room was needed Mr. Headley cast his eye about for a suitable site on which to build another storage house, the present deal being the result of his research in this line. Mr. Headley will shortly have plans and specifications prepared for the erection of the proposed building.

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

DRIVERS' TROUBLES.**Springtime Usually Sees Strikes—Troubles In Chicago and New York Soon Settled—Drivers At Variance In Chicago.**

It seems to be customary that with every spring the drivers in some part of the country grow dissatisfied with their jobs. They make sundry demands from their employers, and while many are reasonable and easily adjusted, others are not so quickly settled, and the result is a strike.

This year the most important trouble appears to be in New York and Chicago. Principally of course, because in these large cities the contending forces are usually formidable enough to put up an argument and back it by numbers.

In Chicago the express drivers went out and asked for an increase of wages of one dollar per week, or from \$15 to \$16. We learn that the demand was granted and all trouble averted.

The Chicago drivers, however, have had other troubles, and that is the contention which exists there between two rival organizations. These two bodies are The International Brotherhood of Team Drivers and The Chicago Team Drivers' Union. The former is the older and parent body, which has its locals all over the country, which is affiliated with the American Federation of Labor, and of which D. J. Tobin is the president. During last month the rivalry between the members of these two unions became very serious, causing bloodshed, fights and incipient riots. A number of them were arrested and lodged in the Chicago jail. It is remarkable that Chicago has had similar experiences before, which are usually caused by secessionists from the old organization. We believe in this case the International Union will win out, not only because it represents the better element of the men, but also because it is in a better condition, both financially and otherwise than the other union.

In New York the drivers' strike, which threatened to become serious, was also confined to the employes of the Express Companies. It was said that the trouble, which existed between the drivers and the companies last fall, and caused a tie-up of the business for three weeks in New York, is responsible for the present disturbance. It is not expected to amount to much, because the drivers by their injudicious methods have lost the sympathy of the public. When the trouble began Mayor Gaynor of New York offered himself as a mediator and promised to settle the affair. The New York drivers were satisfied with this arrangement of the mayor, but the drivers in New Jersey, right across the river from New York City, refused to abide by the mayor's settlement and they continued to strike. This made the mayor angry, and he characterized the continuation of the strike as "inexcusable, criminal and brutal."

The drivers tried to gain the co-operation of the other drivers' unions by invoking the "sympathy plan"; but thanks to the good sense of President Tobin of the International Brotherhood of Team Drivers, that also failed.

The language which President Tobin used in prohibiting the sympathy strike is significant, and THE REVIEW is glad to reproduce the following telegram, which President Tobin sent from Indianapolis to William H. Ashton, the general organizer of the union in New York. The telegram says:

"International organization will not endorse a general strike. Local unions having contracts with employers must respect those contracts. In a conference of the executive board of the local unions I instruct to decide against general strike or sympathetic strike for any reason. The history of sympathetic strikes has demonstrated that they have always been failures."

We rejoice in this action of the president of the International Brotherhood of Team Drivers, and congratulate Mr. Tobin upon his wisdom and fairness. What he says about

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

sympathetic strikes having invariably been failures is quite true, and THE TEAM OWNERS REVIEW has on various occasions pointed out why they always would be failures, viz: because they are based upon a principle which is unfair, unlawful and utterly distasteful to the average American mind.

One significant feature about the recent drivers' troubles, and a fact of particular interest to the team owners is, that where team owners' organizations exist, the members of these organizations have not had any trouble with their drivers.

In New York the members of the Team Owners Organization were not affected, and the same might be said of Chicago.

OAT CRUSHER LITIGATION.

An interesting feature of the patent litigation on Oat Crushers and one that will undoubtedly be closely followed by all users of Oat Crushers, is the recent suit brought in Chicago against the City Fuel Company of Chicago, by the Gibson Oat Crusher Company, who claim that the City Fuel Company are using an Oat Crusher, manufactured by some other concern, that is a direct infringement on the Gibson patents.

If the suit is decided in favor of Gibson Oat Crusher Company, it will result in considerable trepidation amongst those who have purchased infringing machines, as further suits are more than likely to be brought against users of infringing machines by the Gibson Company.

The Gibson Oat Crusher Company say they are the pioneers in the business, having perfected and brought before the public the first perfect Oat Crusher made, and they fortified their invention with a broad, strong patent, and are to-day the only concern in the business who have a patent that covers the machine which they offer to the trade.

Now that the matter has gone into the courts for settlement, contemplating purchasers should investigate closely before parting with

their money for infringing machines. It is not claimed that the other existing patents cover the present type of Oat Crushers being offered to the public; but the only contention of the infringers is, that the Gibson patent is not valid. However, this is a point for the United States courts to settle.

HORSES THAT NEED NO DRIVERS.

Horses, marching sedately and without the direction of a driver from one end of a block to the other, receiving a load of concrete at one end, turning without an order and drawing the load to the other end of the block, where it was needed for street repairing work, kept a crowd constantly on the watch in Ridgeway avenue near West 26th street, Chicago. The street was being repaved at that point and half a dozen of these self-driven horses were at work for several days.

They were gray old codgers, most of them, and their intelligence was the result of many years of work. In the middle of the street, half way between the point where the dumping carts were loaded, and where the paving was going on, stood a man who kept the line going up one side of the street and down the other with a few words to each horse as it went by.

"It's all a matter of practice and training," said J. R. Hoyne, who kept the line moving from his position in the center of the street. "We have had those same animals working for us for several years, and after a horse finds out what is wanted, why, he'll do it all right so long as it isn't anything awfully hard. Now that horse there," pointing to a dappled animal, "he didn't catch on for a good while, but he knows his business now, all right. But the one behind him there learned fast. They are just like people that way.

"The only trouble is that if we ever drive them down this way again, they would want to start in that back and forth business again, and you'd probably have to use the whip to get them out of the block."

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

NEW ENGLAND NEWS

New England Office, 79 Portland Street, Boston, W. D. Quimby, Manager.

I will say that the Team Owners Association is going along nicely. They have a very good bank balance and all conditions are first-class.

We are looking forward to Team Owners Day with a great deal of anticipation and have had very good success with our Souvenir Program in the way of advertising. Members are very much interested and I think the condition as to being together, sticking together and staying together has improved much within the last year.

Horses are a little off, oats are low, and hay is from seventeen to eighteen dollars per ton. We have had some very bad going, but now the streets are clear and ready for business.

Business seems to be a little slack, not up to the usual volume.

DIRECTORS' MEETING.

A meeting of the board of directors of the Team Owners Association was held at the Revere House on Wednesday, March 1, at noon, with the following members present: Messrs. Edgcomb, Bray, Quimby, Waterhouse, Grimes, Jenness, Weeks, Loveless and Stebbins; Mr. Bowlby arrived about 12.45. After partaking of lunch the meeting was called to order by Chairman Quimby at 1 P. M. The first subject for consideration was the matter of Team Owners Day and the necessity of getting to work to prepare the Souvenir Program. The chair urged upon the meeting the desirability of getting all ads. in at an early date and the constant soliciting in order to have the affair as successful a one at least as that of a year ago.

Routine matters in connection with the annual meeting consumed the time till 3 P. M., at which hour the meeting adjourned, subject to the call of the chairman.

ANNUAL MEETING.

The annual meeting of the Team Owners members present. After dining, the meeting was called to order for business at 8 o'clock, Association was held on the above date, at the Revere House, March 7, at 6 P. M. with 30 Vice President Loveless in the chair.

The records of the January meeting were read by the secretary and approved; the February meeting having, by vote of the association, been devoted to a Ladies night, and no business being transacted on that occasion.

The resignations of the following members were presented by the secretary and unanimously accepted by the association: Munroe & Arnold Co. and W. H. Breen, the latter having retired from the trucking business.

The annual reports of the secretary and treasurer were presented to the meeting, the former being accepted and the treasurer's report referred to an auditing committee composed of Messrs. Bowlby, Semes and Lovering.

The association then proceeded to elect officers and directors for the coming year. Mr. Grimes, on behalf of the committee, appointed to nominate officers, presented the following names for the consideration of the meeting: Albert L. Flanders, president; Wallace E. Loveless, first vice president; John J. Williams, second vice president; George F. Stebbins, secretary and treasurer. Directors: A. Edgcomb, F. C. Garvin, J. L. Bowlby, J. S. Lovering, M. O'Riorden, A. H. Shedd, W. D. Quimby, C. F. Bowen, L. A. Waterhouse, A. Grimes, R. H. Jenness, Selden Hatch.

Following recess and discussion, the secretary was instructed to cast one vote for the names presented; this being done, they were declared duly elected.

As a matter of new business, the proposed teaming tunnel to East Boston was brought before the meeting for consideration and the

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

chair called on the members for individual expressions on this subject.

Mr. John H. Smith, a guest, and a truckman who delivers goods constantly in this section of the city, was asked to express his opinion in this connection. Mr. Smith went into the matter at considerable length and stated his belief in the great desirability for a tunnel and the relief it would afford all truckmen from the present very inadequate Ferry service, and thought it would be a good idea to have the association endorse the plan. This gave rise to considerable discussion, resulting in the appointment of a committee of five to study the matter and report at the next meeting. The following were appointed to act as such committee: Messrs. Frost, Grimes, Bray, McLeod and Mr. Smith, representing outside truckmen.

Mr. Quimby then addressed the meeting in a few well chosen remarks on the advantages to be derived from co-operation and urged the accumulation of a surplus in the treasury to be prepared to meet any conditions that might arise, adverse to the trucking interests.

There being no further business, the meeting adjourned at 9.40 P. M.

MRS. PACKARD.

We thought we were up-to-date and doing the greatest things that could be done towards preventing cruelty to animals and lifting the standard of man, etc., but we find there is a lady in Chicago who is devoting most of her spare time to this work, who is so far ahead of us, that it looks as though, perhaps, we would never catch up with her.

We are very glad to hear of her work and success. This lady's name is Mrs. Fred W. Packard, wife of one of Chicago's leading attorneys.

Mrs. Packard is very much interested in humane work and has established several clubs on her own responsibility, furnishing both time and money to bring about the greatest good. She has now a Teamsters' Club of about four hundred members and another Club of Messenger Boys of nearly four hundred, who are all the time assisting her and seeing

that blankets are kept on horses and that good conditions exist, or she is notified. She takes care of all matters and prosecutes the cases herself, and during the last year has brought before the Municipal Court, five hundred and twenty-one cases of cruelty to horses, in the majority of which she secured convictions, the fines amounting to hundreds of dollars.

Mrs. Packard furnishes buttons for both her associations, which are very beautifully designed and are worn by the members of each organization.

Mrs. Packard at the last annual meeting of the organization, paid \$5.00 in gold to the member who turned in the greatest complaints against cruelty to horses. That her organizations have some power and influence is evidenced by the fact that both unions control over 6,000 votes.

There are thousands of ladies in the United States who have time on their hands which is burdensome for the want of something to interest them. What life could be more pleasant than the life of Mrs. Packard, who is spending her time in speaking for those who cannot speak for themselves.

We hope a great many ladies will take advantage of this opportunity and assist in this great work.

I feel sure that Mrs. Packard would be only too glad to answer any questions in connection with this matter, for those wishing to start a campaign of this kind.

Her home address is "Mrs. Fred W. Packard, 2906 N. Clark street, Chicago, Ill."

LADIES NIGHT.

Owing to the severe snow storm of February 7, the Team Owners Ladies Night was postponed for one week and on Tuesday evening of the 14th the program provided for the entertainment of members, their ladies and friends, was carried to a very successful conclusion.

About one hundred met on this occasion at the Revere House and following an informal reception and one of Landlord Harrison's well known banquets, a few words of welcome were spoken to the gathering by Vice Presi-

dent Loveless. Chairman Quimby with customary enthusiasm and humor soon put all at their ease and then directed an entertainment of about two hours, which all were unanimous in proclaiming as most enjoyable.

Following the sweet strains of a selection by Miss Frances D. Mont's Ladies Orchestra, a most creditable performance upon the cornet was offered by Miss Frances E. Bean, a granddaughter of one of the members, showing unquestioned talent on the part of this very young lady and great promise for her musical future.

This was followed by humorous readings by Mrs. Annie Lynch Nissen, who convulsed her audience with laughter by her quaint selections and very effective manner of delivery.

After several musical selections, including solos by members of the orchestra, the evening's entertainment was brought to a close by Mr. F. E. Clark, a dialect and character artist of the first class, who with his songs and rapid fire conversation, proved a fitting finale for a most delightful occasion.

W. D. QUIMBY.

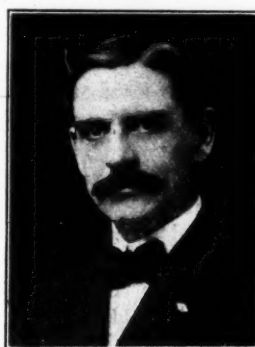
CENSUS FIGURES PROVE INTERESTING.

Morris Grabowsky of the United States Motor Company's commercial vehicle department, points to the latest census bulletin as an indication of the rapidity with which the motor wagon is supplanting horse equipment. He says:

"The last census bulletin, No. 84, dealing with the production of horse drawn vehicles states that there were manufactured in the country 133,000 business vehicles other than farm wagons; 61,000 delivery wagons; 12,000 heavy wagons and trucks and 505,000 farm wagons, making a total of 711,000 horse drawn vehicles used for business purposes that will eventually be replaced by the more modern means of transportation."

THOMAS F. ASHFORD, Jr.

When a man is elected to an office four times in succession there must be a reason. This is what has just happened to Thomas F. Ashford, the president of the Pittsburgh Team Owners Association, who was made the executive head of that organization for the fourth time the other day. If you want to know the reason for this distinction it is only necessary to ask any member of the association and this is perhaps what he will say: "Tom" Ashford is the first man who has ever made a team owners association in Pittsburgh a success. Not only that, he



THOMAS F. ASHFORD, JR.

has made an organization that has done things for the team owners. He has been on the job in the interest of the organization ever since he has been at the head of it, and we really could not afford to put anyone else in his place. There is no one like "Tom," and no one, who would do what "Tom" can do.

On the other hand, Mr. Ashford feels that he should be relieved and that somebody else ought to have a chance, although he appreciates the confidence of his fellow members and the honor they have conferred upon him.

IT DATES BACK.

"Who started this deforestation question, anyhow?"

"Little George Washington."

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HOW PERRY GOT THE TEAM.

When a pair of horses hitched to a hack were driven out and offered to the highest bidder at the auction sale conducted at the Morton House livery on North Division street, Grand Rapids, Mich., there was one prospective buyer in the crowd who wanted that team more than words can express. Cyril Perry, the veteran hack driver, walked about uneasily before the horses were led out. His mind was intent upon the impending sale and his fingers were clasped tightly around the money he had saved for years and which he intended to offer for the horses. His accumulation amounted only to about \$400 and he had a feeling that somehow this was inadequate.

But he wanted to buy that team more than anybody else. It was the same team he had driven for thirteen years. Through all kinds of weather and under various circumstances such as enter into the life of the cabby Perry and his horses had worked together and the fondness between them amounted to an affection. After all these years these horses, his old pals, were to be sold. Perhaps to some one who wanted them as an investment and nothing more.

BID UP TO \$1,600.

When the team hitched to the hack appeared the crowd parted to permit their approach. It seemed to Perry that never before had the old horses looked so well to him. As they passed he reached out his hand and brushed the side of one of them.

"Five hundred dollars!" shouted one man in the crowd almost before the auctioneer had opened the sale. Perry's hearing was keen to remarks of this kind and he heard the stranger's bid. His face twitched nervously and he felt of the \$400 in his pocket. "I'll make it \$600," came a voice from the crowd. It was no use. The hackman dropped his head and stepped to one side. The bidding was brisk. It seemed to Perry that every man in the crowd knew his inward feelings toward

that team and all were bent on taking them from him. Finally \$1,600 was offered and the auctioneer said, "Sold to Mr. Albee for \$1,600."

Arthur N. Albee knew Perry and of the attachment he had for the horses. It was kind of Albee when he asked Perry to step into the hack for a last ride behind the old pair. The veteran hackman was only too anxious to take advantage of this invitation. Albee mounted the seat and drove off with Perry in the hack along with his thoughts.

GIVEN HIS OLD FRIENDS.

The team was guided up to the old stand at Monroe and Ionia streets where it had waited hour after hour with Perry for some belated customer.

When the horses stopped the door of the hack opened and the broken-hearted Perry alighted. "They're yours," said Albee to the old hackman, but Perry could not understand. It took him some minutes before he could realize that the team belonged to him. His eyes filled with tears when he learned that the old pair had been purchased several days before with the express view of presenting them to him. The sale was a fake one and the man who bid \$1,600 for the team did so because he knew Perry was there, and it was all a part of the presentation ceremonies.

Those who contributed for the purchase of the team and hack for Perry were J. Boyd Pantland, Phil Klingman, Dudley H. Waters, Ernest and George Brandt, William K. Moore, Arthur N. Albee, George Egeler, G. A. Kusterer, Henry Herpolsheimer, Alexander W. Miller, S. H. Metcalf and Mr. Woodworth, who threw off part of the purchase price.

(E. M. Radcliffe, the well known team owner of Grand Rapids, Mich., was present on the above described occasion and he sends THE REVIEW the account as it appeared in THE PRESS of that city. It is an occurrence like this that makes life worth living and proves the fact, that there are some real, nice people living in it.—Editor T. O. R.)

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FURNITURE MOVING.

R. G. Martin of Buffalo Gives Some Interesting Facts On The Progress of Old Time Hauling.

Ere this reaches your readers the moving season will be in full blast. Years ago when Tom Downing drove the two-wheeled cart all moving of household goods was done on this class of vehicles. Tom tells how he used to smile at the ladies when they would say: "This is a fine cart you have." Tom would reply: "Lady, this is the finest in the land;

One of the conditions they ask and insist on is, you must not swear should they be late on account of coming across auto trucks stuck in the mud crying for the poor old horse to pull them out. The auto truck may in time take the place of the horse. The faithful animal has done his best and will continue to do the transferring of your commodities for many years to come.

Mr. R. G. Drullard is at Palm Beach. A. A. Adamy, who has been ill for more than a year, is improving and hopes to be able to attend to business soon. All trust he will be



I can do you a fine job." So he did and everybody was satisfied. Later the four-wheel spring wagons drawn by one horse came into use. These were used extensively for the moving of household goods. Many of them are still in use. Then the stake wagons drawn by two-horses came to take the place of all other vehicles and for several years they were the only wagons used for the moving of household goods. Then the covered moving wagon was introduced by C. W. Miller. That drove the stake wagons out of use and compelled all who looked after this work to use vans of the description shown in the illustration.

Even these do not give the satisfaction that the two-wheeled truck gave the patrons during the time they were in use. Louis Debo and Joe Glenn can tell you all about the trouble they have. They work early and late during the moving season. They will take you out and bring you back from your country home.

able to attend the annual meeting of the National Team Owners' Association in June.

R. G. M.

A GOOD LUCK SHIP.

The steamship Stanley Dollar left Portland, Ore., the other day for New York and Philadelphia carrying all sorts of good luck to the east, for it took along 150,000 pounds of old horseshoes, or 1,500 kegs.

This is the biggest lot of old horseshoes ever known to have been shipped from Portland to the east. They will be melted up and converted to the same or other uses. Displacement of the horse by the automobile in that, as in other parts of the country, is given as one reason for the shipment.

The cargo was carried by way of the Isthmus of Panama, the load being carried by freight overland and reshipped on the other side.

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THE TEAM OWNERS REVIEW.

OFFICIAL PUBLICATION OF
THE NATIONAL TEAM OWNERS ASSOCIATION
AND
AMERICAN TRANSFERMEN'S ASSOCIATION.

PUBLISHED ONCE A MONTH

AT
705 RENSCHAW BUILDING,
PITTSBURG, PA.

BY
THE CONSOLIDATED PUBLISHING COMPANY, INC.

ERNEST H. HEINRICH.....PRESIDENT-EDITOR.
S. ZINEMEISTER.....SECRETARY.
W. D. QUIMBY,.....NEW ENGLAND REPRESENTATIVE.
79 Portland St., Boston.

Entered as Second Class Matter at the Pittsburg
Post Office.

THE TEAM OWNERS REVIEW is published in the interest of the men and companies who are engaged in what may be comprehensively called "the Trade of Teaming," to which belong Transfer Companies, Express Companies, Truckmen, Carters, Hauling Companies, Livery Stable Owners, etc., etc.

TERMS OF SUBSCRIPTION.

In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance.
To Foreign Countries, \$1.50 per year.
If you wish your address changed, be sure to give the old as well as the new address.

ADVERTISING.

Card of rates sent promptly on application.
Orders for new advertising, or changes intended, should reach this office not later than 15th of month, to insure insertion in the current number.

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Please mail all correspondence for publication, so as to reach publication office by the 15th of month.
Write on one side of the paper only.

Write all names plainly. When writing over an assumed name, always give the editor your right name also, as anonymous communications cannot receive attention.

THE TEAM OWNERS REVIEW,
PITTSBURG, PA.

Vol. X.

April, 1911.

No. 4.

In prohibiting the "sympathy strike" in New York City, President D. J. Tobin of The International Brotherhood, says: "Local Unions having contracts with employers must respect these contracts." Did ever anybody hear Cornelius Shea use such language? THE TEAM OWNERS REVIEW is frank to admit that the office of president of The International Brotherhood of Team Drivers has been run in a considerably improved manner under Mr. Tobin, and he has done much to wipe out the bad name and reputation, which his organization had previous to his term of office.

The National Team Owners' Association.

Officers:

Hupp Tevis, St. Louis.....President
Isaac Goldberg, New York City...1st Vice President
W. H. Fay, Cleveland, O.....2nd Vice President
W. J. McDevitt, Cincinnati, O.....Treasurer
W. T. Bancroft, Kansas City.....Secretary

American Transfermen's Association.

Officers:

L. H. Adams, Portland, Ore.....President
J. C. Howell, Chattanooga, Tenn...1st Vice Pres.
J. M. Dunn, Richmond, Va.....2nd Vice President
J. T. Sanderson, Colorado Springs, Col..3d V. Pres.
W. A. Brown, St. Joseph, Mo.....Sec'y & Treas.

Read every page of THE TEAM OWNERS REVIEW carefully and note the wonderful changes which have been taking place in the teaming business within the last few years and are constantly taking place. Whoever would have dreamed some years ago to read of a team owners' ball, a team owners banquet, a team owners theater party, a team owners card party and so on? All this has been brought about by organization and it proves what organization can do. Why it is a revelation. If THE TEAM OWNERS REVIEW also claims a little credit for the work it has done in bringing about this transformation, it does so with the feeling of modest pride.

A report from the treasurer of the Boston Team Owners Association presented at the last annual meeting, states that the association is flourishing and has a comfortable balance in bank. THE TEAM OWNERS REVIEW congratulates the Boston Association and hopes that all other team owners organizations are equally prosperous and flourishing.

"Study the good will of your competitor," says Mr. Skinner of Topeka, Kan., and it is advice well worth following.

The team owners of Pittsburgh, Pa., hope to succeed in convincing the municipal administration that the vehicle license, which they are now burdened with, should be abolished altogether, or at least reduced to a reasonable figure. In view of the fact that this tax upon the team owner is

higher in that city than in any other place in the country, the demand of the team owners is reasonable, and THE TEAM OWNERS REVIEW believes it will be granted.

Fort Worth, Texas, expects to be soon enrolled with a team owners' association.

APPRECIATES THE REVIEW.

What Mr. Skinner of Topeka, Says.

"Enclosed find check for \$1.00 to cover our subscription to the popular, and so far as I know, the *only* trade journal devoted to the interests of the team owners' world. We are trying very hard to establish an association at this place, but we are a good deal like the 'Arkansas Traveler,' when the business is rushing, no one will take time to operate the machinery of the association, and when it is 'dull' everyone is busy knifing his neighbor, for we have *not yet* learned that our competitor is *the one man* whose good will we should cultivate.

"The genial National Secretary, Dr. Bancroft, has made a couple of trips here in an effort to amalgamate the hostile interests, and there really seems to be some hope of its accomplishment. Here is hoping."

C. D. S.

THE REVIEW ENDORSED.

A team owner who read our editorial in the last issue referring to the financial support of the National Association, writes as follows:

Your editorial in the March number in reference to the National Association is indeed well timed and to the point. It is to be hoped that each association will give this matter some thought.

The members of the Team Owners Association may no longer hide from themselves the fact that it is absolutely necessary that the revenues of the National Association must be strengthened. The problems confronting the National can no longer be put off. Our mem-

bers deserve and should have protection, and the National can secure it, but the hands of the officers must be untied. Such questions as the Reciprocity Act, the 6,000-pound minimum car switching or track car proposition, the question of uniform law on glanders, and others equally important to our members must be handled, and the revenues of the National must be sufficient to handle these questions.

Now members, instruct your delegates to the next convention to legislate with these matters, and to legislate solely for the interest of the Team Owners Association with the greatest good to the greatest number constantly in mind.

Yours,

TEAM OWNER.

DOBBIN OFTEN DOOMED—BUT.

They doom you, Dobbin, now and then; they say your usefulness is gone; some blame fool thing designed by men has put the equine race in pawn. They doomed you and your hopes were low, when bicycles were all the rage; they said: "The horse will have to go—he lags superfluous on the stage." They doomed you when the auto-car was given its resplendent birth. "Thus sinks the poor old horse's star—he'll have to beat it from the earth!" And now they're dooming you some more, there are so many motor things; men scorch the earth with sullen roar, or float around on hardware wings. They doom you Dobbin, now and then, and call you hasbeen, and the like; but while this world is breeding men, the horse will still be on the pike. No painted thing of cogs and wheels and entrails made of noisy brass can e'er supplant a horses heels, or make man grudge a horse his grass. No man-made trap of bars and springs can love or confidence impart, nor give the little neigh that brings emotion to the horseman's heart. O build your cars and ships and planes, and doom old Dobbin as you will! While men have souls and hearts and brains, old Dobbin shall be with us still.

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AMONG THE ASSOCIATIONS

Pittsburgh, Pa.

The month of March has been a most important month for the team owners of this city. The first thing which happened was, that the county commissioners declared free all the bridges over the Allegheny river, about eight of them. These bridges form the connecting link between the city of Pittsburgh proper and the Northside, which was formerly Allegheny City, and for traversing these bridges a toll had to be paid. The abolition of this toll saves the team owners thousands of dollars every year, which is quite an item. Another matter of importance is the reduction of the vehicle license, an arrangement having been completed between the Team Owners Association and the city administration by which this license will be reduced from six to three dollars per one horse team. The credit for this achievement undoubtedly goes to the local organization, Mr. Ashford, the president, and many of the prominent members having worked hard to accomplish this.

A few days ago the association held its annual meeting. The following officers were elected: Thomas F. Ashford, Jr., was for the fourth time elected president; J. J. Blanck was elected vice president; J. F. Flood was re-elected as treasurer, and the following board directors was elected: J. F. Keenan, W. B. Straight, H. O. Eichley, H. L. Carter, M. Irwin, A. A. Wentzel, J. R. Clark, Dr. G. B. Gilmore, John O'Neil, F. C. Beinhauer, James Fullerton, T. B. Moreland, Fred. Bauer, A. Manhurst and C. C. Shanahan. A report was read, which showed that the organization now has a membership of 219, eighty new members having come into the association during last year. The financial condition of the body is now quite flourishing, in fact, the association has never been so strong as it is now; and most of the credit for this everybody concedes to Mr. Ashford, the president.

On last Tuesday the association held its annual banquet, which was the biggest affair of its kind in the history of the organization, over 250 team owners and their guests being present. There were a number of speeches made, and the guests were delightfully entertained with vocal and instrumental music. The event was held at the famous Monongahela House, one of the oldest hotels in Pittsburgh. The menu was very excellent. Mr. Keenan, who has been the toastmaster on similar occasions for years, this time contented himself by being a mere participant, his place being, however, very ably filled by Mr. A. Berger.

The preparations for the banquet had been in charge of Messrs. D. F. Shanahan, J. J. Blanck, F. C. Beinhauer, S. A. Donaldson and J. F. Flood, and right ably did they do their part.

At the banquet the address of welcome was delivered by F. C. Beinhauer; Thomas F. Ashford, Jr., spoke on the association and what it has accomplished; Professor W. A. Cochel of the Pennsylvania State College made an address on "Feed Values"; Mr. Hartley Howard handled the subject of The Motor Truck; H. G. Morgan spoke on Reciprocity; A. M. Lee, Esq., attorney of the association, on the Law and the Team Owner.

There have often been made various observations as to why the Pittsburgh Association does not belong to the National body, and in this regard it may be said, that the association did at one time belong to the National, but the organization met with reverses and could not maintain its membership. Since it has begun a new lease of life, so to speak, the association has been exceedingly busy with the readjustment of a great many local matters of a very grave and important character. It is now in a position again, however, which will make it possible to consider a reaffiliation with the National body, which will undoubtedly take place in the near future. There is no question that the members as individuals are all in sympathy with the aims and workings of the National organization.

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St. Louis, Mo.

The St. Louis Team Owners Association have held the third enthusiastic meeting of the new year, Thursday evening, March the 9th. Since the beginning of the new year, we have added ten new members. We have added two at our January meeting, six at the February and two at our last meeting, March the 9th. In the early part of the month Mr. W. T. Bancroft, National Secretary of Kasnas City, paid us a visit, which was of short duration. Nevertheless the gentleman was well taken care of during his short stay.

In the latter part of February a communication was received from some of our railroad officials for a joint meeting with the St. Louis Team Owners Association in reference to freight pilfering and order of freight delivery. Mr. George R. Jansen, chairman of the executive board, called a meeting at once and appointed a committee of four to meet with the committee appointed by the St. Louis Local Freight Agents Association, which consisted of their operating and traffic relations committees. This meeting was held Thursday, March the 9th, at 3 o'clock P. M. in the Merchants Exchange committee room. The committee appointed by the Team Owners Association was called upon the same evening during our regular monthly meeting for a report of the afternoon meeting of the joint committees. Mr. Edward Weber, chairman of our railroad committee, submitted the report, which was quite interesting to the members present, and caused quite a discussion. Mr. Weber stated that the committees have not agreed upon any suggestions made by the railroad officials nor any made by our committee. The committees will meet again in the near future. The president, Mr. F. Walton, instructed Mr. Edward Weber, chairman of the committee appointed, to call a meeting at any time desirable and invite such members as he may desire to work in conjunction with his committee in order to adopt a form that will protect the team owner and also aid the railroad companies to check freight pilfering. The meeting adjourned to an Olive street restaurant for a lunch, which was enjoyed by the members present. A. J. KUEPFERT, Secretary.

Chicago, Ills.

The Chicago Commission Team Owners Association held their regular monthly meeting at the club rooms in the Briggs House on the evening of March 11. It was quite an interesting meeting, and the attendance was good. Many topics of importance to the teaming trade were discussed. At our next meeting the election of officers for the ensuing year will take place, and I hope that every member will be present on that occasion.

Arrangements are now being made for the annual Chicago Work Horse Parade, which no doubt will be a great success.

Business on the produce market is improving. Our members are all well.

Mr. Probst and family returned from Texas. While there Mr. Probst spent some time with our old friend, Mr. Westheimer of Houston, and he says that he had a very delightful visit with him.

We are already beginning to talk about the coming convention, and our association expects to be well represented on that occasion. As for myself, I am looking forward with pleasurable anticipation to the time when I may again greet my many friends and grasp their hand in cordial greeting.

ADOLPH CHARD.

Cincinnati, Ohio.

It has been some time since you heard from Cincinnati but nevertheless we are still among the living.

The entertainment committee of this association, consisting of Messrs. George Busching, T. McConnell, Ed. Schlotman, F. Wuenker and L. Hunsche, tendered the members and friends a reception and dance at Botts Dancing Academy, February 27, 1911. Among our many friends we had Mr. Wm. E. Finley of Kokomo, Ind. (representing Hofine) with his usual friendly smile for everyone. During the evening Mr. Neil O'Brien succeeded in entertaining the older members with a few Irish reels and German waltzes. If prizes were awarded I feel safe to say Brothers John Clark, George Reichel and Wm. J. McDevitt would be among the

winners. As this affair proved a grand success the entertaining committee has arranged for two outings this coming summer. We would advise such entertainments to other locals. We know it is the only method in bringing closer friendship among the members.

For association work we have two hustling committees working at present, one on the one-dump delivery, the other on wood block paving. Our committee presented a complaint before Council and they agreed to lend us every effort for the welfare of the teaming interest in future paving contracts.

Business at present is very quiet, but not in the association, as we are getting new members every meeting.

HARRY STEUVE,
Secretary.

CHICAGO HORSE AUCTION.

U. S. Yards.

Hundreds of horses are sold every day
Out at the Union Stock Yards, they say.
Buyers from cities both far and near
Come to purchase the draft horse here.
'Tis there the crack of the whip doth sing
As the horses dash through the auction ring.
The owner doth yell with so much vim,
"Say fellows, play fair; that's no price for him."

That's where you hear the horsemen shout,
As the auctioneer cries, "he goes the route,"
And the shipper says, "what a horse is he
Only five years old, and from blemish free."
This ring you will say is a noisy place,
Where horses are sold at a lively pace.
What the auctioneer says you scarcely can tell
Midst the shouts of the buyers and sellers as well.

The dealers are mostly all on the square,
For they tell you the faults of the horse or mare.

They point out the defects you cannot see
From a small splint to a bruise on the knee.
Then here's to the ring where horses are sold,
In verse about which some things I have told;
These men, who deal in horses you'll find,
A lot of good fellows both generous and kind!

A. CHARD, Chicago, Ill.

A WELCOME VISITOR.

THE TEAM OWNERS REVIEW was greatly honored a few days ago when E. B. McCullough of the W. L. McCullough Company of Ypsilanti, Mich., paid us a visit. Mr. McCullough came to Pittsburgh in the interest of the Bell Oat Crusher, which that firm makes. He stated that the team owners all appreciate the many advantages of the Bell crusher and that business is growing. Mr. McCullough has appointed R. Clark, of 1212 Saline street, Pittsburgh, as the agent of the Bell oat crusher in this district.

THE WALPOLE RUBBER COMPANY.

An issue of \$500,000 7 per cent. preferred cumulative stock of the Walpole Rubber Company of Boston, Mass., has been underwritten and will be offered to the public at \$105 per share with a bonus of 20 per cent. in common stock now paying 4 per cent. dividends.

The sale of this new lot of preferred stock will give the company an outstanding capitalization of \$2,500,000, of which \$1,500,000 is common and \$1,000,000 preferred.

The Walpole Rubber Company is the largest maker of friction and rubber tapes in the world with an average production of 10,000 pounds daily. At present the company is also making 18,000 pairs of rubber heels daily. Other products include valveless inner tubes and tires, compounds for insulating purposes and an almost endless variety of mechanical rubber goods.

The company includes in its corporate ownership the business of the Massachusetts Chemical Company, the Walpole Varnish Works, the Walpole Shoe Supply Company, the Valveless Inner Tube Company of New York and the Walpole Rubber Company, Ltd., of Granby, Quebec.

The company will shortly begin the manufacture of a large line of rubber clothing, and the sale of this preferred stock will give approximate assets of \$2,500,000, sufficient to meet requirements of the enlarged business.

THE TEAM OWNER AND ADVERTISING.

Many team owners, especially those of the old school, are under the impression that the nature of their business is so peculiar that it cannot, or need not be advertised. Of course, these team owners are mistaken in their notion, but it may be very difficult to make them see it.

Every business enterprise susceptible of improvement, enlargement or expansion, may be advertised, because by a judicious method of applying the art of advertising we contribute considerably to the process of improvement, enlargement or expansion. In advertising the teaming business it is at first necessary to consider the particular branch of teaming, which is to be advertised. For example the coal hauler must advertise his business by a method adapted to his trade, while the ice company, the warehouseman, the furniture mover, the piano mover, the heavy hauler, the machinery mover, the expressman must use advertising methods which suit theirs. It would be impossible to specify in an article like this the different methods to be followed in these various branches of the teaming business. We venture to assert, however, that the following general suggestions may be advantageously utilized by every team owner, no matter in which branch of the trade he may be engaged.

A team owner may advertise his business by distinction or individuality. The distinction may be demonstrated in the style of his wagons, his harness, his horses, his stationery. Individuality may be shown in promptness, reliability, courtesy, politeness. A proper adaptation of these points to your business will gain favorable attention and undoubtedly better your business. A team owner, who specializes in the use of a certain style of wagon, and if he has many of them, having them painted all alike, will thus give himself a mark of distinction, which will attract and make him generally known. The same may be accomplished by a characteristic distinction on the harness through ornamentation, extra polish or otherwise. Employing horses of the same shade or color, keeping them always spotlessly clean, is apt to attract to your equipment favorable attention, which will bring beneficial results.

Even your stationery, such as bill heads, letter heads, order blanks and so on, may be gotten up with a mark of distinction, that stamps you as something different from the other fellow. All of these suggestions may seem trifling to many of you, but they have all been tried, are being tried to-day, and invariably are meeting with success.

Then take individuality. The firm of team owners which has gained an individuality of reputation for promptness, for trustworthiness, for courtesy, for politeness, carries an advertisement, which pays for itself every hour in the day.

How often do we hear the remark: "Oh, don't give those people the order, because they won't attend to it until next week," or because "you cannot depend upon Smith, he loses half your stuff," or because "those people are so impolite, their drivers swear so dreadfully," all of which means the loss of business. In business trifling things often count against us more heavily than we have any idea, and the man who avoids these pitfalls by the distinction or individuality, that he is just a little different, just a little better, than the other fellow, he is the man who will make a success and be doing business with a motor truck, while the other fellow's horses are "eating their heads off" in the stable.

Of course, as we said before, there are other ways of advertising, but these are the simplest, the cheapest, and we believe most successful.

I knew a team owner, whose name was McKinley, and who was a great admirer of the last martyr president. Whether it was because they had the same name, or for some other reason, is not material to this story. At any rate, soon after the President's death this team owner conceived the idea of giving each one of his drivers every morning when they started from the stable two red carnations, asking the man to pin one in his buttonhole and to fasten the other in his horse's mane. Very soon these horses and drivers with the red carnations attracted quite a lot of attention, and people began to get curious and inquired for the cause of these floral decorations. To all of these inquiries the team owner would say: "I am doing it in memory of President

McKinley." Now this man had no idea that he was advertising himself through the use of these carnations, but mark the effect:

We all know that flowers are beautiful, clean, pretty things, and a man, who carries a red carnation every day for any length of time is apt to grow fond of them and of flowers in general. Now when a man grows fond of flowers he is likely to become gentle, courteous, polite and clean. And that is just what happened in this case. The drivers with the red carnation became generally known for their gentleness to their horses, for the care they took of their wagons and their loads, for the excellent manner in which they did their work, in short they created a distinction and individuality for the firm, which was characteristic, with the result that McKinley did the biggest teaming business in the town.

Breen's adjustable piano derrick has been known to the team owner, who makes a specialty of piano moving, for many years. There are 5,000 of this rigging in use throughout the country, and no accident is said to have ever been had with any of them.

AS TO PRAISING MEN.

"I used to think," said a man now older than he was, "that no man ought ever to be praised, that it was up to every man to do his duty and to work to the best of his ability without praise or coddling, but I think a little differently about that now. I think now that occasionally when a man has done a good thing it does no harm to pat him on his back a little. You have to use discrimination about this, I will admit. There are men who if you praise them, get a swelled head, throw out their chests and think they are the whole works and straightaway begin to deteriorate or to require praise all the time, but there's an astonishing number of men of quite another sort. I know lots of men who work not only faithfully but well, men devoted to duty who take a pride in what they do whatever it may be and who think of that only, never looking for praise; but, like the rest of us, they are still human. And now suppose some day such a man pulls off a job that is really a little better than his daily good work? Why, what I feel like doing and what I do now is to say to him. 'Billy, it was a good thing,' and I find it does no harm, but on the contrary I used to think that it was up to a man to do his duty and that if he didn't he was a poor sort, and as far as that's concerned I think that way now, but now I think a little praise now and then does no harm, and it may be for the man that gets it a source of very great comfort and pleasure."

PRAISES FOR COLONEL KAISER.

Mme. Tola Dorian (Princess Mestchersky) sends a photograph of her horse Colonel Kaiser, an American trotter, to the Eclair with the following notes:

"Colonel Kaiser is in his 34th year, but is without a blemish or windgall, his feet are those of a colt, and, strange to say, he has hardly any hollows under the eyes. He eats with a good appetite and in the meadows plays with the young colts, equalling them in speed and gaiety.

"Colonel Kaiser was celebrated on American racetracks 25 or 30 years ago, where he

Keep your harness

soft as a glove
tough as a wire
black as a coal



EUREKA

HARNESS OIL

goes right into the leather, making it water proof. Prevents destructive "drying out" and cracking. Keeps the leather soft and pliable, making it stronger, more durable, and of a richer black.

Eureka Harness Oil contains no acid, nor will it soil the hands or the horse.

No trouble to apply.

Order today—Sold by dealers everywhere.

THE ATLANTIC REFINING
COMPANY
(Incorporated)



was never beaten. He was sold at the age of 18 to a French gentleman for \$12,000. On the death of this owner my late husband, M. Dorian, bought him for \$2,400. He still runs in harness but not often, as I prefer to see him in the meadows.

"Colonel Kaiser is a living example of the horse's normal longevity. 'Man,' according to Metchnikoff, 'does not die; he kills himself.' It might well be said of the horse, 'He does not die, he is killed.'

"In France a horse of fifteen is no longer worth anything and yet he ought then to be in his prime, but when he is made to work at 18 months, and run far more than his strength allows, when he is stuffed with forced nutrition, he cannot possibly attain the normal age, which is from 35 to 40 years for a horse with a good constitution which has not been overworked."

THE HORSE.

When the first "broomstick" trolley swept along Tremont and Boylston streets, Boston, Mass., "Our Dumb Animals" was quite naturally moved to exultant verse acclaiming the early emancipation of hordes of equine drudges. Editorial comment at the time discussed more practically a possible impairment of market quotations on horseflesh.

Such speculations were of course multiplied when the automobile stormed the streets and roads. The fame and utility of the horse, it was boasted, would linger only among Arabs and Bedouins. On many an estate the stable was eclipsed by the garage, and its tenants became merely pensioners. The coming of the taxicab and the auto-truck have in turn been hailed as the dismissal of the patient draught animals still cumbering the city streets.

The horse has of course lost a deal of his prestige, sentimental as well as practical, as a unit of transportation. But all the bearish tips upon the market for him have gone very wide of the mark. Instead the average horse is to-day worth 55 per cent. more on the farm than when the auto first loomed large five years ago, or than when the trolley car began its usurpation.

This rather striking state of affairs is em-

phasized by the currently published Washington figures on animal values at opening of the year, which set a new high price mark on the horse's head. Equine census and market history in recent years compare as follows:

	On Farms.	Price.
1911.....	*21,500,000	\$111.67
1910.....	21,040,000	108.19
1909.....	20,640,000	95.64
1908.....	19,992,000	93.41
1907.....	19,747,000	93.51
1906.....	18,719,000	80.72
1905.....	17,058,000	70.37
1900.....	13,538,000	44.61
1895.....	15,893,000	36.29
1890.....	14,214,000	64.84
1885.....	11,565,000	73.70
1880.....	11,202,000	54.75
1875.....	9,504,000	61.10
1870.....	8,249,000	67.43

*Estimated.

The career of the horse has naturally shaped itself according to developments in our agricultural economy. Thus the "winning of the West" led to the greatest recorded spurt in numbers, the contrast being heightened by the previous depletion of the wartime. During the war the number of horses dropped nearly 1,000,000. From 1867 to 1880 equine count rose rapidly from 5,500,000 to 11,200,000, the farm price holding fairly close to \$60 a head. In the following 13 years there was a slower gain of barely 45 per cent., or to 16,200,000, with the price nearer \$70. The lean and dark farming years of 1893-98 left their impress in an actual dwindling in numbers, or cessation of breeding, which led to a final low

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Myer's Lock Stitch Awl repairs quickly and perfectly anything that can be sewed together. Mends torn and broken harness, blankets, robes, saddles, tops, etc. It stitches both sides with a lock stitch that can't break or pull out; works like a sewing machine.

MYER'S LOCK STITCH AWL

will save you many a dollar in repair bills. It is always ready—you can make your repairs in a jiffy—so that you need never be without the use of your harness, etc. Strong and durable.

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AGENTS—You can make big money by our improved selling plan.

C. A. MYERS CO., 6305 Lexington Avenue, Chicago.

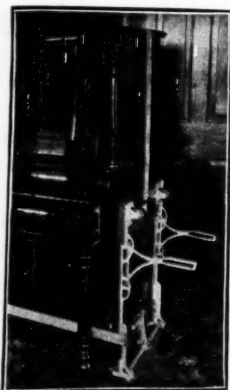


mark of 13,500,000 by 1900. Meanwhile the price had crumbled to an absolute low of \$31.51 in 1897, the year in which also the government's index of commodity prices struck bottom. Since that time the average price of commodities has recovered about 50 per cent.—that of horses 250 per cent.

The recession in numbers during the nineties may be otherwise illustrated by the fact that percentage of horse to human population, which held constant at 22 per cent. in the three foregoing decades, fell to 18 per cent. at 1900—forming the foundation for the recent strong statistical position. Now the relation is back to 23 per cent., but with increased farming demand for the horse sustaining the strength in price. How pronounced has been the rise in the horse market is clear from the fact that since 1900 the value of horses on farms has risen from \$603,000,000 to about \$2,400,000,000, or 300 per cent., while value

of all farm products has gained but 78 per cent., or from \$5,000,000,000 to \$8,900,000,000. It is an era of dearer meats; yet farm value per horse has risen 150 per cent. since 1900, and that of swine only 80 per cent., that of cows and sheep each only 28 per cent.

It is, of course, the country, not the city, horse that shines in these figures. Ten years ago there were not quite 3,000,000 urban horses, against 13,500,000 on farms; it may be doubted if the former number has increased appreciably, while the latter has risen 60 per cent. This aggrandizement of the farm horse has curiously coincided with steam traction ploughs, the substitution of other power-driven for horse-driven machinery, and with the farmer's joining the auto cult. There is still plenty for the horse to do. Six states—Illinois, Iowa, Missouri, Nebraska, Kansas and Texas—have 8,000,000, or 35 per cent. of all farm horses.



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G. J. TANSEY, PRESIDENT AND GENERAL MANAGER.

The Motor Truck and Automobiles

Record Year Predicted In The Motor Industry.

The biggest year the touring car and motor truck industries have ever had, is predicted by Horace De Lisser, vice president of the United States Motor Company. In a swing around the circuit of important cities, Mr. De Lisser visited the branches of the United States Motor Company and made an investigation of conditions. He also attended a number of automobile shows.

"There is no doubt, in my opinion, that the companies selling touring cars and motor trucks at a reasonable profit will have all the business they can handle this year," said Mr. De Lisser. "This condition is not restricted to any city or group of cities, nor to any section of the country. I am convinced that it is up to the factories now. The most noticeable thing about the demand is the increase in requirements for freight and delivery motors.

"It is in the motor truck end of the industry that the greatest change is to be observed. In the East the freight and delivery motors have been rather firmly established for several years. It is well recognized that the Middle West and Far West have not come into the use of motor vehicles for hauling and delivering as fast as in the cities along the Atlantic.

"But this year the situation is changed. The business men in the West have been con-

sidering the advisability of abandoning horses and are now ready to make the change. Although the motor truck shows the superiority in every test, the severe trials which are given delivery systems in winter bring out the features and advantages of motor trucks most clearly.

"In the majority of the cities which I visited the streets were snow-covered and slippery. Horses were handicapped to such a degree as to make the situation pathetic. On either hand these animals were slipping, traffic was blocked, deliveries were delayed and people were impatient. It seems they can hardly wait until the day when motor trucks will be universally used—when obstacles incident to horse deliveries will be removed.

"The same demand is made upon the builders of motor trucks as upon passenger car companies. Business men want to feel secure that a company is behind them ready to give advice to drivers upon economy of operation and to teach them to look after the long life of the truck."

On this trip through the Middle States, Mr. De Lisser visited Chicago, St. Louis, Minneapolis, St. Paul, Kansas City, Omaha and a number of other cities.

A green chauffeur maketh a fat undertaker.

A good car needs no push.



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POSITIVELY PREVENTS WASTE OF GRAIN

And Affords Ample Ventilation.

The Old Style Bag daily increases in cost
Through Loss of Grain.

The Avey Bag pays for itself in a short time

Why hesitate when you can get a

VENTILATED GRAIN SAVING BAG

for the same price as the old style
suffocating and grain wasting bag.



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AVEY HUMANE FEED BAG COMPANY, 110 Worth St., NEW YORK.

Great Future For Auto.

There are some movements so upheaving, so wholly opposed to accepted canons, so revolutionary in their actual operations, that the finite mind frequently fails to grasp their full significance, or to foresee the enormous extent of their activities. The average person gauges them by what has previously happened in the history of the world, and when they transcend all that has gone before he gazes in astonishment and shakes his head in fatuous condemnation.

To-day many more or less eminent persons stand aghast, view with alarm and predict disaster, if the progress of the movement continues. These alarmists scent calamity on every side, merely because a little more than 250,000 motor vehicles are in use!

Half a dozen years ago 1,500,000 horse-drawn vehicles were manufactured and sold in the United States annually, and the number was not diminished materially since then. When the demand for these ceases, and the millions of similar vehicles now in use finally pass into innocuous desuetude there will have been made and sold a number of motor vehicles that will at least reach the million mark, and, perhaps, far exceed it. This means that factory capacities must be increased enormously to supply the coming demand, and that hundreds of millions of dollars will have to be provided to pay for them.

Enormous as are the proportions to which

the automobile industry has grown in the decade just passed, they are insignificant compared to those of the decade now being entered upon. There may be checks, due to too rapid growth, or other causes, but the famous car of Juggernaut did not roll on more inexorably than will the motor vehicle within the memory of all but very old men.

Men of a century ago would be amazed and alarmed could they witness the unparalleled growth of steam and of electricity; but a giant greater than either is rising, and it is futile to even attempt to hinder its progress, and folly to go into verbal hysterics over it, says Automobile Topics.

Garage Vs. Stable.

Probably comparatively few people realize that the gasoline so freely used around the garage is a good disinfectant. If one stops to think of it, one never sees rats or mice around the garage, while nearly everyone knows that these rodents are the bane of every stable. It is only in recent years that we have come to understand the great danger that lurks in the spread of contagious disease through rats and mice. In the throes of terror created by the spread of a plague San Francisco not long ago eliminated rats from the stables and sewers of the city, a feat only accomplished at an enormous expense, whereas had there been no stables and only garages,

**The Right Way**

In All Cases of

DISTEMPER, PINK EYE, INFLUENZA, COLDS, ETC.,
Of All Horses, Brood Mares, Colts, Stallions, is to
"SPOHN THEM"

On their tongues or in the feed put Spohn's liquid Compound. Give the remedy to all of them. It acts on the blood and glands. It routs the disease by expelling the disease germs. It wards off the trouble, no matter how they are "exposed." Absolutely free from anything injurious. A child can safely take it. 50 cts. and \$1.00; \$5.00 and \$10.00 the dozen. Sold by druggists, harness dealers, or sent, express paid, by the manufacturers.

SPECIAL AGENTS WANTED.

SPOHN MEDICAL CO.

Chemists and Bacteriologists,
GOSHEN, IND., U. S. A.

probably San Francisco would have had no rats.

From time immemorial London has been known as infested with rats, and the ridding of the city of these pests was considered impossible. Not long ago, however, the health authorities discovered that a portion of the city where automobile sales agencies, liveries and delivery departments had their garages was entirely rid of rats and mice, and it was discovered that the gasoline dripping from the cleaning rooms was sufficient to rid the entire sewer district of these pests.

Of course, in the private stable it is possible, by vigilance, to avoid trouble with rats, but among the large delivery departments probably there is scarcely a stable in the United States in which there are not a certain number of rats, whereas motor trucks would eliminate them.

The coming of the garage for delivery plants also means the cleaning up of unsightly and unsanitary alleys so common in American cities.

"Many of our best business men," said Walter White, "are beginning to see other advantages in motor trucks besides the purely commercial side, and while there are many firms and individuals who would not be willing, from the public weal standpoint, to assist in the great cleaning up of our American cities, there are a great number of men who would, and with these men the advantages to public health following the use of motor trucks will not be lost."

A motor in hand is worth two in the ditch.

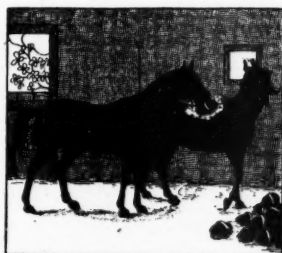
Work of Power Wagons.

Almost any power wagon, if properly applied—if applied so as to get its real value as a labor-saving machine—is much more economical of operation than any kind of draft animal service. This has been the case for a number of years. The only thing that is keeping any interested party from getting the benefit of this is the effect of tradition and habit of mind.

Ten years ago an express manager pronounced an automobile impracticable because it took three-quarters of an hour to put the antiskid chains on it when winter came, and upon the same occasion he justified nine hours in sharp-shoeing his horses on the ground that "we have always been doing that."

Roughly speaking, the cost of operating a power wagon, including depreciation and interest of investment, is in the large run about 50 per cent. higher than the cost of operating a draft animal unit of the same load capacity, but there are very few set applications in which the power wagon fails to do more than two and one-quarter to four times the work of the corresponding draft animal unit.

One of the practical difficulties with which some team users have to contend in adopting power wagons is the fact that their drivers are all trained to some particular trade or practice, such, for example, as that of express messengers or trained handlers of parcels, and the ordinary type of gasoline truck requires either the training of these men to the dexterity necessary for their successful and economical use or the employment of professional chauffeurs, who in turn have to be trained



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THAT'S WHY HUNTERS NO. 3 GENERAL PURPOSE
HORSE BRUSH
 IS MAKING
THE HUNTER BRUSH MFG. CO.
FAMOUS

Write us for Sample and Prices and save two-thirds your cleaning expense.

FACTORIES: BLANCHESTER, OHIO.

to the particular business in hand and who are seldom adapted to it, or else the situation requires the compromise of the added expense of a helper on each vehicle.

New Economic Law For Auto Truck Use.

As a result of careful and studious inquiry and experimentation, covering cars of various makes and types, a certain group of leading engineers in the auto truck field have within a few days reached certain conclusions that tend to confirm them in the announcement of a new and definite economic law governing the relation of wear-and-tear to car life. As one of them expressed it in an interview recently, it runs substantially as follows:

"Taking the average three-ton truck as the basis, deterioration occurs in direct proportion to the square of the speed, up to the point of twelve miles an hour, and higher than that in almost exactly double that proportion."

The engineer advancing this new law is

recognized as one of the best in the business. That view is said to have been held regarding the wear and tear of locomotives for some time, but not until recently did anyone trace its probability as applied to the heavy truck. Careful investigation led not only to its proof but to the discovery that it was more exactly true than it is in railroad calculations. Of course, this is subject to much variation, chiefly that due to "the man on the box," but as a new basis for computation it is suggested as a valuable addition to the stock of economic information on the truck question.

FOR SALE--Cheap.

Set of second hand Steel Wheels, for float or truck, very little used, no better or stronger ever made. Hind wheel 12" face, 34" high. Front 10" face 28" high. On account of going out of business and moving, must be sold by May 20th. Address, S. H. Rickard, Machesney Building, Pittsburgh, Pa.

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EVER INVENTED

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R.S. Brine Transportation Co.
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THE BUFFALO STORAGE
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GENERAL CARTAGE & STORAGE,
 Transferring Car Load a Specialty.

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O. J. Glenn & Son
EVERYTHING IN THE LINE OF MOVING,
CARTING, PACKING, STORAGE.
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Cummins Storage Co.
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STORAGE, DRAYING, PACKING AND
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 Unsurpassed Facilities for Handling Pool Cars

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 Shippers of
 Household Goods and Emigrant Movables Only.
 Reduced Rates to Pacific Coast & Colorado
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FENTON
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 441, 443, 445 & 447 East Pearl St.
 We have 92 wagons of all descriptions.
 Telephones: Canal 970 & 971
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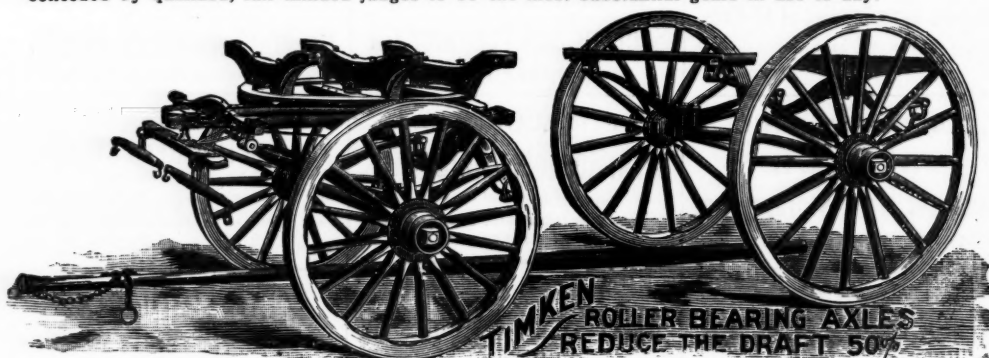
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Capacity 3 to 4 tons.

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The wagon is greatly admired by all who see it. We have received a great many pleasant comments upon it.

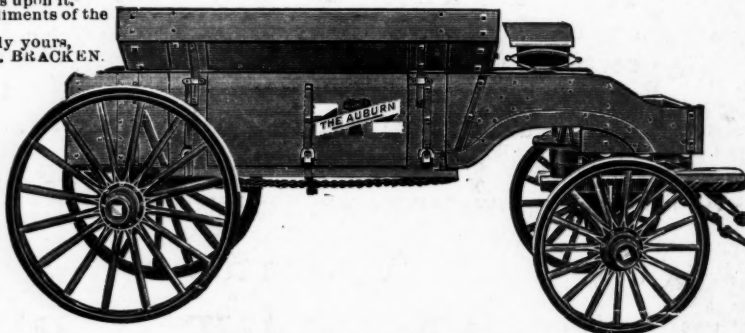
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Very truly yours,
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